










Company		American Academy of Sleep Medicine (AASM)	Indigo Arc Medical, LLC	Signature Sleep Services (dba Sleep960)	
					
Services		AASM Accreditation	Sleep Lab Management Platform (SLaM)	SleepScreener	ZConvert
Website		www.aasmnet.org	www.indigoarcmedical.com	www.sleep960.com	www.sleep960.com
Platforms		online	cloud-based solution with browser access from computers, phones, and tablets	web-based application that works on any Internet-connected computer, tablet, or smart phone	web-based application that works on any Internet-connected computer
Service Categories	Accreditation	X			
	Compliance				
	Consulting				
	Continuing Education	X			
	Diagnostic				
	EMR			X	X
	Equipment Leasing				
	Financing				
	Insurance				
	Product Purchasing		X		
	Recruitment				
	Referrals		X	X	X
	Sleep Lab Start-up				
Pricing and Pricing Levels		Available on the AASM website	Pay per use fees for lab tests and HSTs; current pricing \$9 for lab tests, \$6 for HSTs, which includes all capabilities, interfaces with external systems, data mining, data archiving, and records management	\$59/month (no setup fee, no minimum)	\$99/month (no setup fee)
Basic Features		AASM accreditation is the gold standard by which the medical community/public insurance companies including Medicare evaluate sleep services. AASM standards ensure that providers demonstrate proficiency in testing procedures/policies, patient safety, treatment/follow-up, and training. In addition to sleep center accreditation, the AASM also offers Out of Center Sleep Testing accreditation and non-Medicare DME accreditation.	The solution helps with lab management, patient portals, referring portals, workflow and task management, DME, audit support, and patient and staff scheduling. It offers online interpretations with custom templates. It's also high security.	SleepScreener screens for all the major sleep disorders and comorbidities, generating an auto-populated electronic referral form that can be accessed by any designated healthcare provider. Patients can complete the questionnaire in their doctor or dentist's office or from the mobile website. Custom questionnaires, images, and videos can also be added.	ZConvert provides all the functions required to take a patient referral and "convert" them into somebody who actually shows up for his appointment. This includes insurance verification, pre-authorizations, scheduling, notifications, reporting, and statistical tracking.
Additional Features		AASM accreditation signifies that sleep centers meet the highest standards. In a growing number of states, private and public insurers require that services be performed at an AASM-accredited facility for reimbursement.	SLaM boasts unlimited business and clinical data mining and reporting, unlimited users, free portal access for partners, patients, and referring doctors, interfaces with HL7 compliant systems, and custom interfaces with other software/systems.	Provides the ability to electronically link together primary care practices, dentists, sleep centers, HST service companies, and DME providers. It generates PDF versions of all the reports and a variety of tracking statistics valuable for marketing purposes. SleepScreener seamlessly integrates with the ZConvert application eliminating the need for redundant data entry.	Provides the ability to significantly reduce the time it takes to electronically verify insurance and obtain pre-authorizations for both diagnostic and therapy procedures. Any pre-authorization form can be digitized into the application and subsequently auto-populated with a patient's demographic, insurance, and clinical information. ZConvert seamlessly integrates with the SleepScreener application eliminating the need for redundant data entry.

Sleep Center Management Institute (SCMI)	Sleep Health Management Resources Inc	SleepEx LabRetriever	Somnoware Healthcare Systems Inc	The Compliance Team
 <p>Management, Business Education, and Development</p> <p>www.sleepcmi.com</p>	 <p>Health Management Resources, Inc.</p> <p>Education/counseling</p> <p>www.sleep-health.com</p>	 <p>LabRetriever Sleep EMR</p> <p>www.mylabretriever.com</p>	 <p>Somnoware Integrated Care Delivery Platform</p> <p>www.somnoware.com</p>	 <p>Exemplary Provider Accreditation</p> <p>www.thecomplianceteam.org</p>
in-person, Skype, e-mail	computer, tablet	optimized for desktop and tablet, smart phone supported	computer, tablet, smart phone	in-person evaluation
	X			X
X	X		X	
X	X			
X	X			
		X		
	X			
X				
X				
Varies based on project. Contact for a quote.	Accreditation: 2-day on-site \$3,200 plus travel; consulting: \$95/hr; continuing education: varies based on the format (classroom, custom training on-site, or online); scoring practicals: \$50/each; practice exams: start at \$29.95	Variable depending on customer needs and utilization rates	Enterprise Package: Fees based on custom requirements. Includes unlimited user access, unlimited locations and studies per month, 7 years data archiving; Professional Package: \$11 per lab study and \$8 per HST study. Includes up to 40 users, up to 8 locations, and 400 studies per month, integration with up to 3 diagnostic device vendors, 7 years data storage; Community Package: \$3.50 hosting fee per lab study, \$2.50 per HST study. Includes up to 20 users, up to 4 locations, and 400 studies per month, integration with up to 2 diagnostic device vendors, and 90 day data storage.	3-year accreditation cycle; base fee for a sleep care management practice with a single location is \$3,600; when combined with DMEPOS accreditation, the fee is \$4,500
SCMI thrives on assisting sleep centers become accredited, develop niche markets, integrate HST, streamline their operations, be government billing compliant, create expansion strategies and pro formas, and educate sleep professionals on increasing financial returns while improving quality. SCMI professionals have 250+ years of experience consulting, training, and providing educational products.	Instrumental in raising the education standards of today's sleep technician, the programs and consultation supportive services are designed with your needs in mind. Traditional classrooms are offered throughout the United States and Canada.	LabRetriever is a complete web-based database and workflow system with data and access management. It's a flexible and scalable solution to help any lab or group of labs increase efficiency and streamline workflow. Components include system-wide scheduling, referral tracking, workflow automation, remote access and online viewing for the scoring and interpretation of studies, and archival storage of patient records and diagnostic studies.	Device neutral platform, sleep workflow automation, central scheduler for facility and home testing, remote PSG data access, HST inventory management, cloud-based data storage, integration with multiple diagnostic devices, HIPAA compliant, referral physician module	All mentoring, manuals, corporate compliance plans, checklists, and access to secure web portal for patient satisfaction reporting and benchmarking included. The Compliance Team offers plain language quality standards, mentoring and manuals, self-assessment checklists, corporate compliance/anti-fraud plans, and a secure web portal for patient satisfaction reporting and outcomes benchmarking.
SCMI's Technical Policies and Procedures Manual is one of its most in-demand products. The company's Sleep Database is compatible with most testing systems and meets AASM accreditation standards.	Many of our programs are available through distance learning via Sleep Health Management Resources Inc's Learn site: learn.sleep-health.com	LabRetriever offers management reports with configurable performance metrics, eDocument management, patient portal, and HL7 import and export engine for integration with hospitals, legacy EMR systems, and billing interfaces.	Electronic fax integration, DME and dental care coordination, DME ordering and set up confirmation, compliance monitoring, electronic CMN signatures, integration with DME billing software.	Our Exemplary Provider accreditation for Sleep Care Management can be combined with our Medicare approved accreditation for DMEPOS to cover all sleep medicine delivery models from hospital-based facilities to non-traditional (mobile/off-site) labs as well as dental sleep medicine practices and home sleep testing businesses. The result is a dramatically simplified validation process.